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# The NISH/JWOD Tool Kit For Outsourcing



Dave Theimer  
Assistant Vice President  
Marketing & Business Development



- Public Law:
  - Wagner-O'Day Act of 1938
  - Javits Amendment of 1971
- President's Committee for Purchase From People Who Are Blind or Severely Disabled





- Central Nonprofit Agency
- NISH Mission is to ...  
***create job opportunities for persons  
with severe disabilities.***



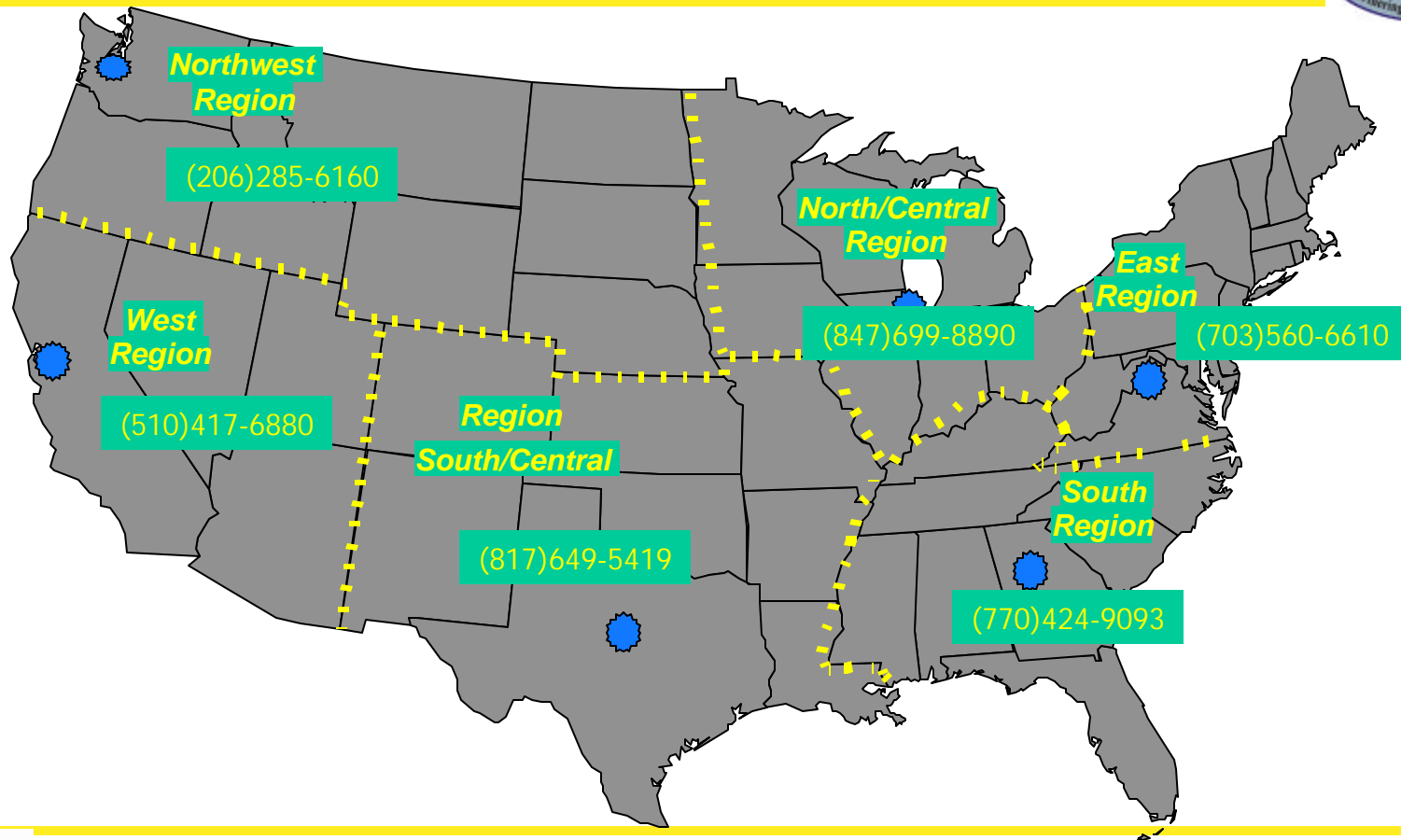


**we provide**

- Market research
- Technical/Engineering assistance
- Free training to NPAs and Government
- Business Management
- Regulatory Assistance
- Costing and Pricing
- Government/NPA Liaison
- Committee support



# Where is NISH Located



- **Administrative Services**
- **Assembly & Packaging**
- **Commissary Services**
- **Food service**
- **Forms / Publications**
- **Storage & Distribution**
- **Document destruction**

**Services**

- **Grounds/Maintenance**
- **Janitorial/Custodial**
- **Laundry Services**
- **Mailing Services**
- **Recycling**



Javits-Wagner-O'Day



# New Services



- ✓ Central Facility Management
- ✓ Document Conversion & Management
- ✓ Printing Services (DAPS)
- ✓ Linen Rental Service (Product and Service)
- ✓ Family Housing Maintenance
- ✓ Call Centers

## Nationwide/Agencywide Arrangements

- State Department - Passports
- INS - Visa's
- Marine Corps - Food Service



- Get high quality products and services
- Receive on-time delivery
- Pay only a fair market price
- Save on contract rebidding paperwork
- Focal Point - NISH
- Extension of Activity Staff - NISH



**Win, Win!**

- Javits Wagner O'Day Act
  - 41 U.S.C. 46-48c
- Code of Federal Regulations
  - 41 CFR Chapter 51
- Federal Acquisition Regulations
  - FAR Subpart 8.7



- “A commercial activity of any size that is performed by Federal employees may be converted to contract performance, without cost comparison - even if it results in adverse employee actions, if the contract is awarded to a preferential procurement source at a fair market price.”





**DoD Appropriations Act ('99)  
Title VIII, General Provisions, Sec. 8014**



- **Limits conversion to contract of activities performed by more than 10 DoD employees until MEO and cost analysis is completed**
- **Unless that activity (1) is on procurement list (JWOD Act) or**
- **(2) is planned to be converted to performance by a qualified nonprofit agency for the disabled in accordance with the JWOD Act.**





- New Requirements
- Changed Requirements
- Replacement
- Augmentation
- Direct Conversion



# **NISH/JWOD Solutions to CONTRACTING requirements**

## **CONSIDERATIONS**

***BETTER***

***FASTER***

***EASIER***

***COMPETITIVE***



- **Motivated 'Contractor' and Workforce**



- **NISH Support and Facilitation**



- **Partnering Approach**  
(Far 6.302-5 (b) (2) ... Then to FAR 8.7)

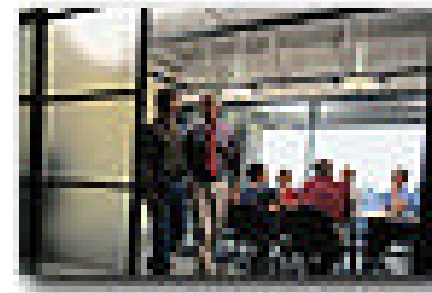


- **No Solicitation Necessary**
- **‘Instant’ Negotiation**
- **‘Immediate’ Start**



- May Use Simplified Format

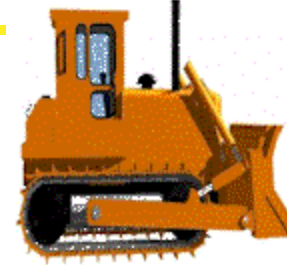
- Team Solutions



- Required Source for Services



- Full Disclosure



- Use of Benchmarks  
(Industry Standards)



- Fit To Budget  
(Design to Cost)



# Today's... Acquisition Workload Environment





*...We are an extension of  
the Contracting Office*



## **“Downsizing”**

*...smaller government contracting workforce*

- ✓ **Fewer GS 1102's (Acquisition Work Force)**
- ✓ **Increase in Contracting Workload**
- ✓ **Reduced FAR Part 42, Contract Administration Coverage... (QAR's/COR's)**





- ✓ **Planned A-76 study**
- ✓ **Long Range Business Forecast/Plan**
- ✓ **Annual Acquisition Plan**



**...Think JWOD/NISH First**



*...Tailored to the specific  
Contracting Office*



## Flow the Acquisition Process



- ✓ Track the acquisition from...  
receipt of requirement to award
- ✓ Describe each JWOD/NISH  
enhancement... “resource/time saver”



## **...the process**

- ✓ **Match Supply to Demand**
- ✓ **Provide Statement of Work**
- ✓ **Develop fast “no obligation” Price Proposal**



## Direct conversions...over time

- ✓ US Army Space & Missile Defense Cmd
  - ✓ Mailroom operations
  - ✓ Started with two augmentees to Government workforce
  - ✓ Transitioned to performing total operation (Two years)
- ✓ US Army Corps of Engineers
  - ✓ Combined/merged two activities under existing NISH contract (Mailroom Operations)



Minimize Morale Problems

## Direct conversions...over time

- Commercial Facility Management @ U.S. Department of Agriculture, Beltsville, MD
- Mail room facility @ the Department of Interior, Headquarters in Washington, DC



...Changing Requirements = Flexible  
Contractual Instrument



**Javits-Wagner-O'Day JWOD** JWOD Program...  
Providing Cost Savings to the American taxpayer

► **Nationwide Study...**  
...Conducted by NISH - Jan 1998

- ✓ Eleven GSA JWOD Janitorial Contracts across the country...
- ✓ Employing 270 people with Disabilities

...positive impact to the Federal Government in cost savings

**Javits-Wagner-O'Day JWOD** JWOD Program...  
Shifting folks from a taxpayer liability to a revenue producing asset!

► **Study findings...**  
...looking at the liability side

- ✓ Among the 270 participants, they received
- Social Security benefits \$359,355
- Medicare/Medicaid \$295,491
- Welfare benefits (Aid to families + Food stamps) \$194,220
- Unemployment Benefits \$ 66,018
- TOTAL \$915,287**

Reduced from Government entitlements as a Direct Result of Employment in a NISH JWOD Contract

**Javits-Wagner-O'Day JWOD** JWOD Program...  
Shifting folks from a taxpayer liability to a revenue producing asset!

► **Study findings...**  
...looking at the asset side

- ✓ Among the 270 participants, they paid
- Social Security \$529,420
- Medicare/Medicaid \$ 12,948
- State Income Taxes \$ 89,952
- Federal Income Taxes \$415,804
- TOTAL \$1,048,124**

COMBINED POSITIVE ECONOMIC IMPACT:  
**\$1,963,411** (Avg. \$7,272 each)





*...Common Goal!!*



# **A-76 OUTSOURCING Through NISH**

## **Puts PEOPLE with ABILITIES to WORK**



David B. Theimer  
Assistant Vice President,  
Marketing & Business Development

2235 Cedar Lane  
Vienna, VA 22182-5200  
[www.nish.org](http://www.nish.org)

(703) 641-2735  
Fax (703) 560-6036  
TDD (703) 560-6512  
[dtheimer@nish.org](mailto:dtheimer@nish.org)



**...Please Check Out the  
JWOD/NISH Handouts**

